

FIG. 1

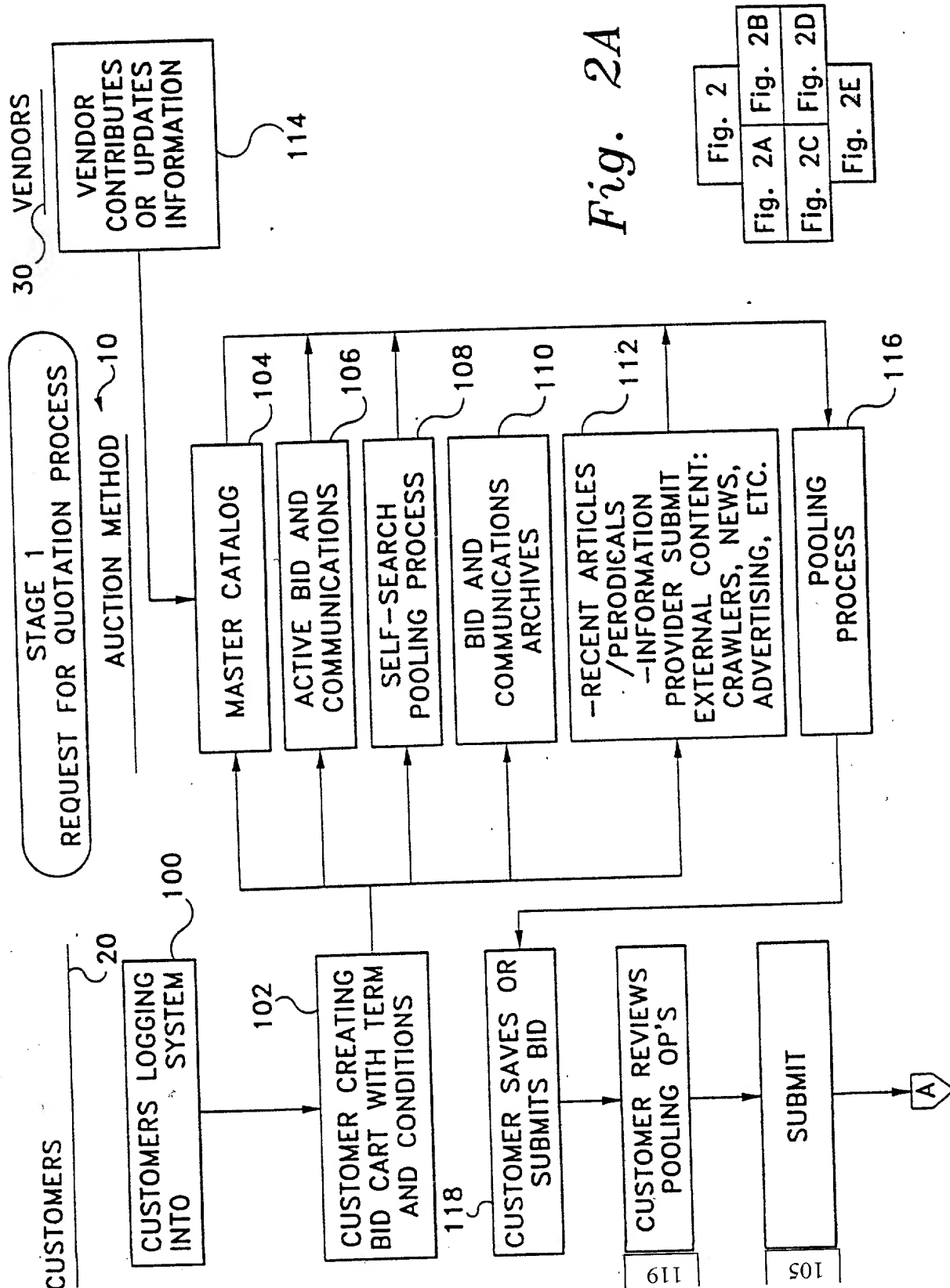
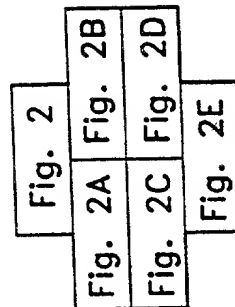


Fig. 2A



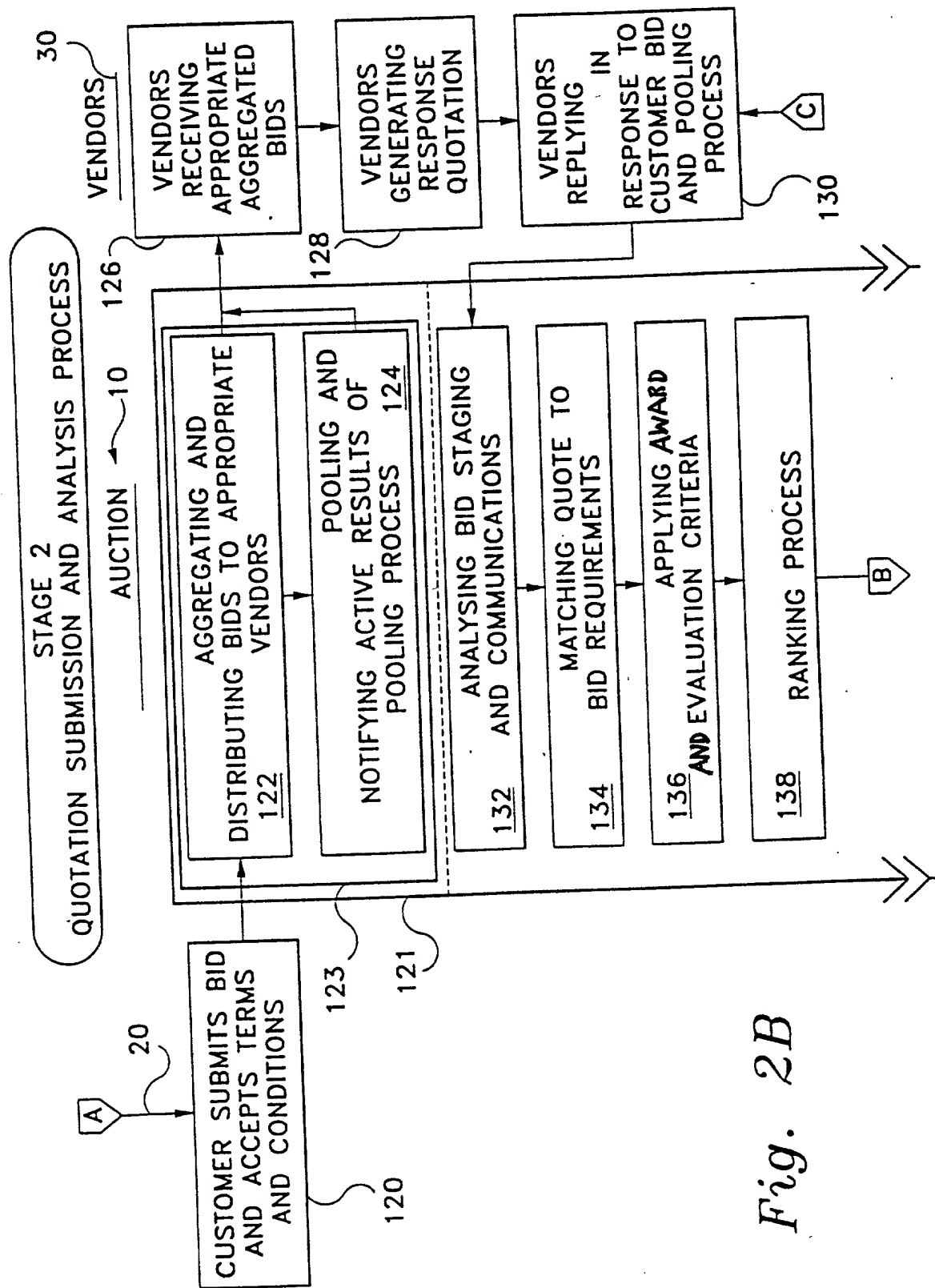


Fig. 2B

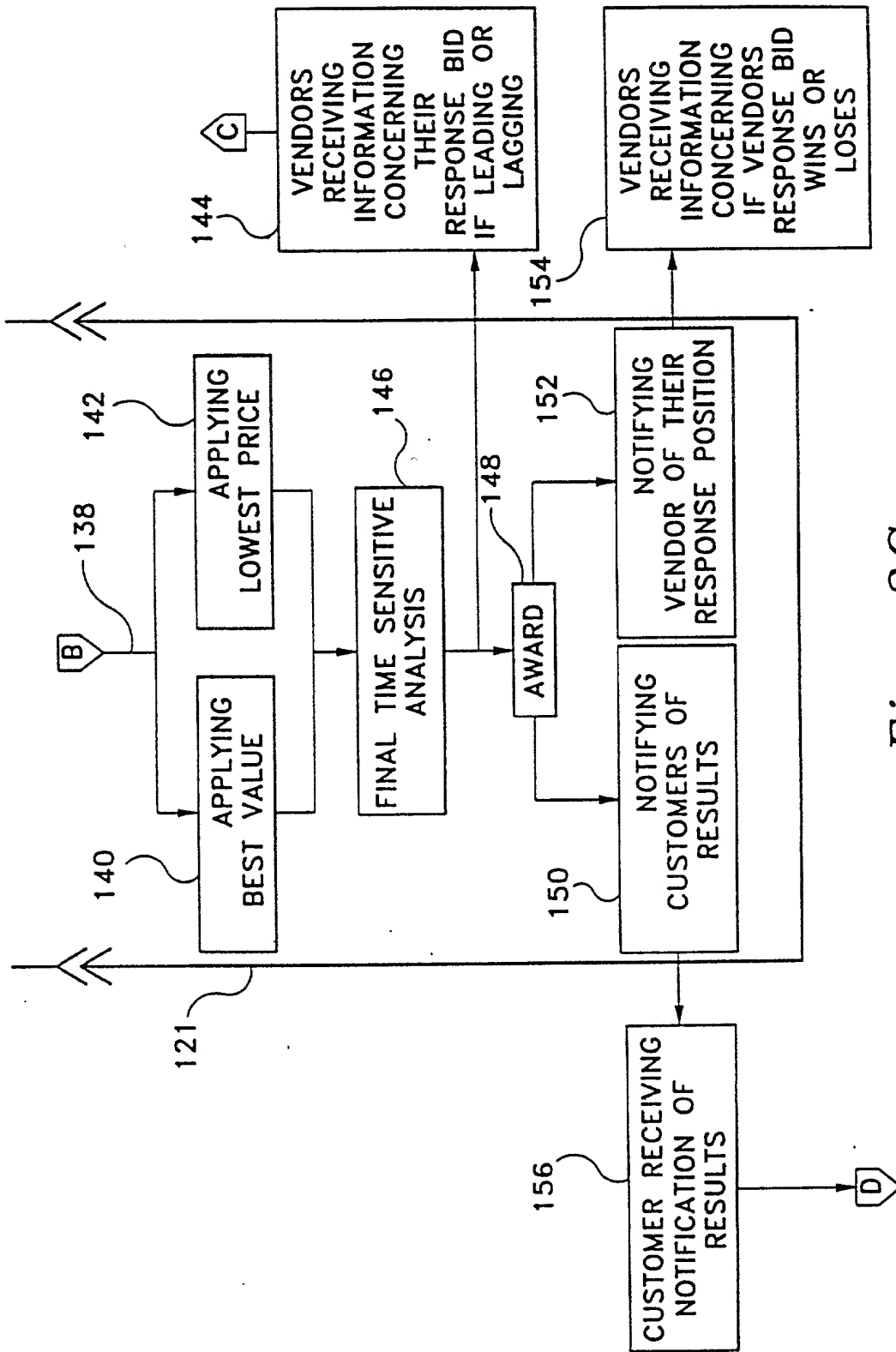


Fig. 2C

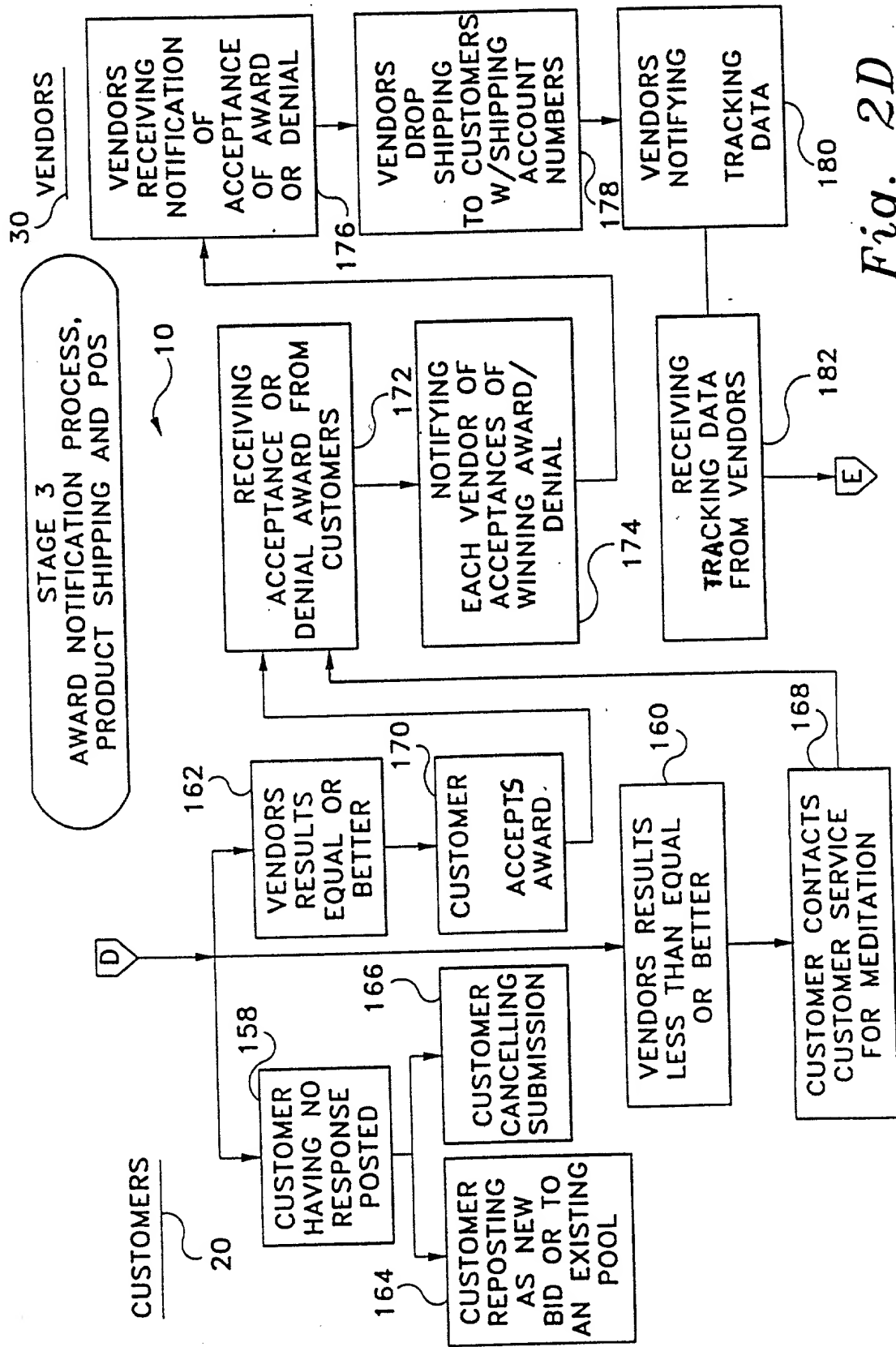


Fig. 2D

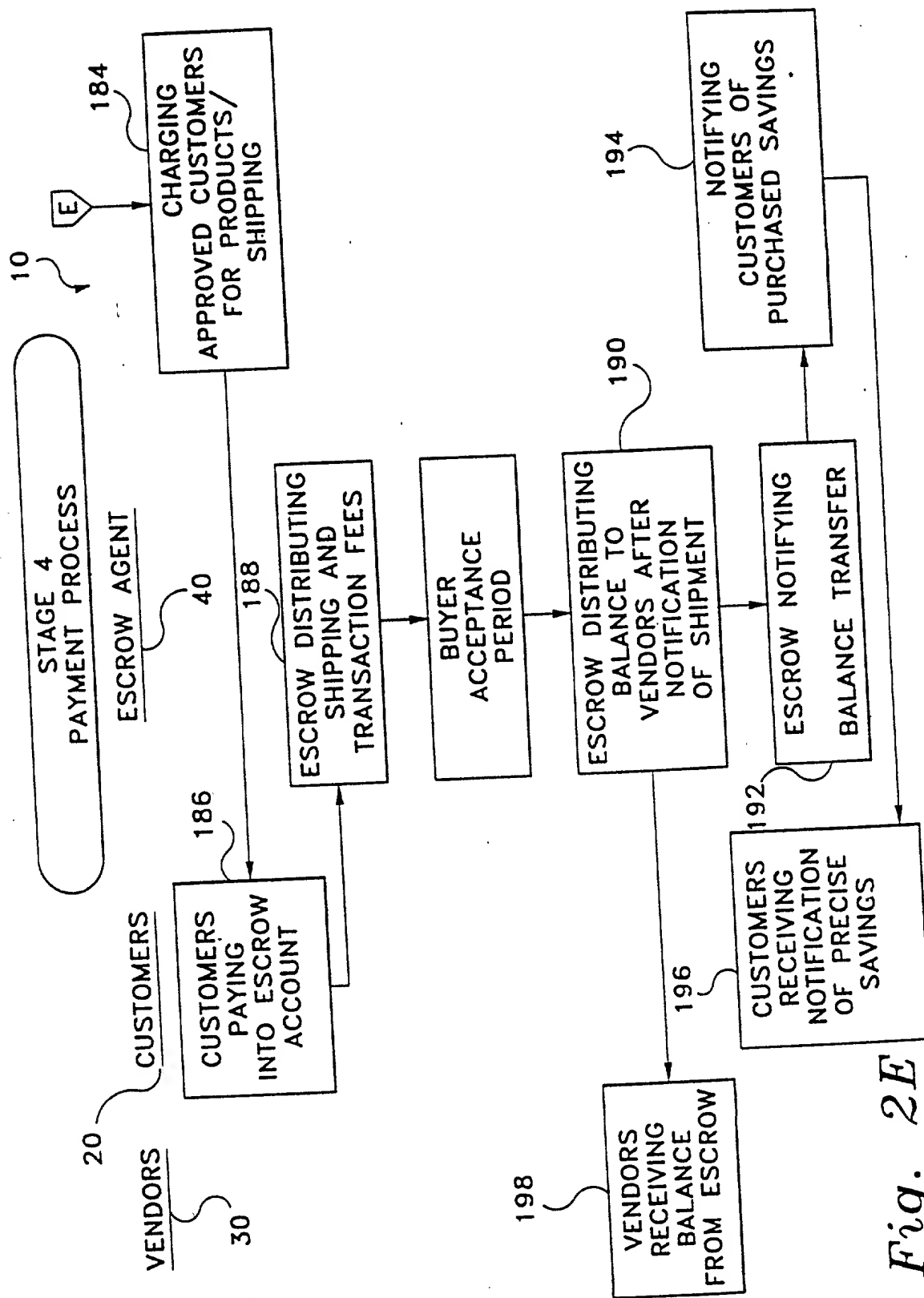
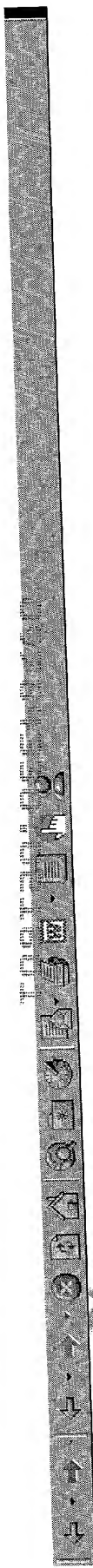


Fig. 2E



Welcom

Sample Case Studies

Case 1	Department of Transportation cardholder submits request for 15 printers
8/30, 11:15 am	Target price: \$661 per unit, per GSA
9/1, 5:00 pm	Auction closes: 47 vendors have bid.
	Result: unit price down to \$635, delivered.
Stats:	1 request, 30 hours, 47 bids, 4% savings over GSA price
Total Savings	\$390
Case 2	An Air Force cardholder submits a request for tape cartridges
8/31, 2:23 pm	Auction closes: 19 vendors have bid.
9/1, 5:00 pm	Result: price per tape down to 37% below Target Price.
Stats:	1 request, 26 hours, 19 bids, 37% savings
Total Savings	37%
Case 3	An auction request from a Department of Transportation cardholder initiates a competition between two major PC manufacturers for 23 high-end desktop PCs.
9/1, 10:00 am	Target Price: \$2030 per unit.
9/5, 10:00 am	Leading bid: \$1684 per unit.
9/5, 12:00 pm	Auction closes: 2 top vendors have engaged in a spirited bidding war.
	Result: leading bid price down to \$1444 per unit, delivered—28% below Target Price.
Stats:	1 request, 48 business hours, 28% savings
Total Savings	\$13,478
Case 4	A State Department cardholder requests a FedBid.com auction for a Lexmark printer. A non-FedBid.com vendor has quoted a manufacturer-sponsored trade-in discount of \$2165 that would require the cardholder to turn in the printer it's now using.
Day 1	Auction result: price down to \$2117, delivered, with no trade-in.
24 hrs later	1 request, 24 hours, 13 bids, winning price beats trade-in price
Stats:	value of retained printer plus \$48
Total Savings	

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FIG. 3

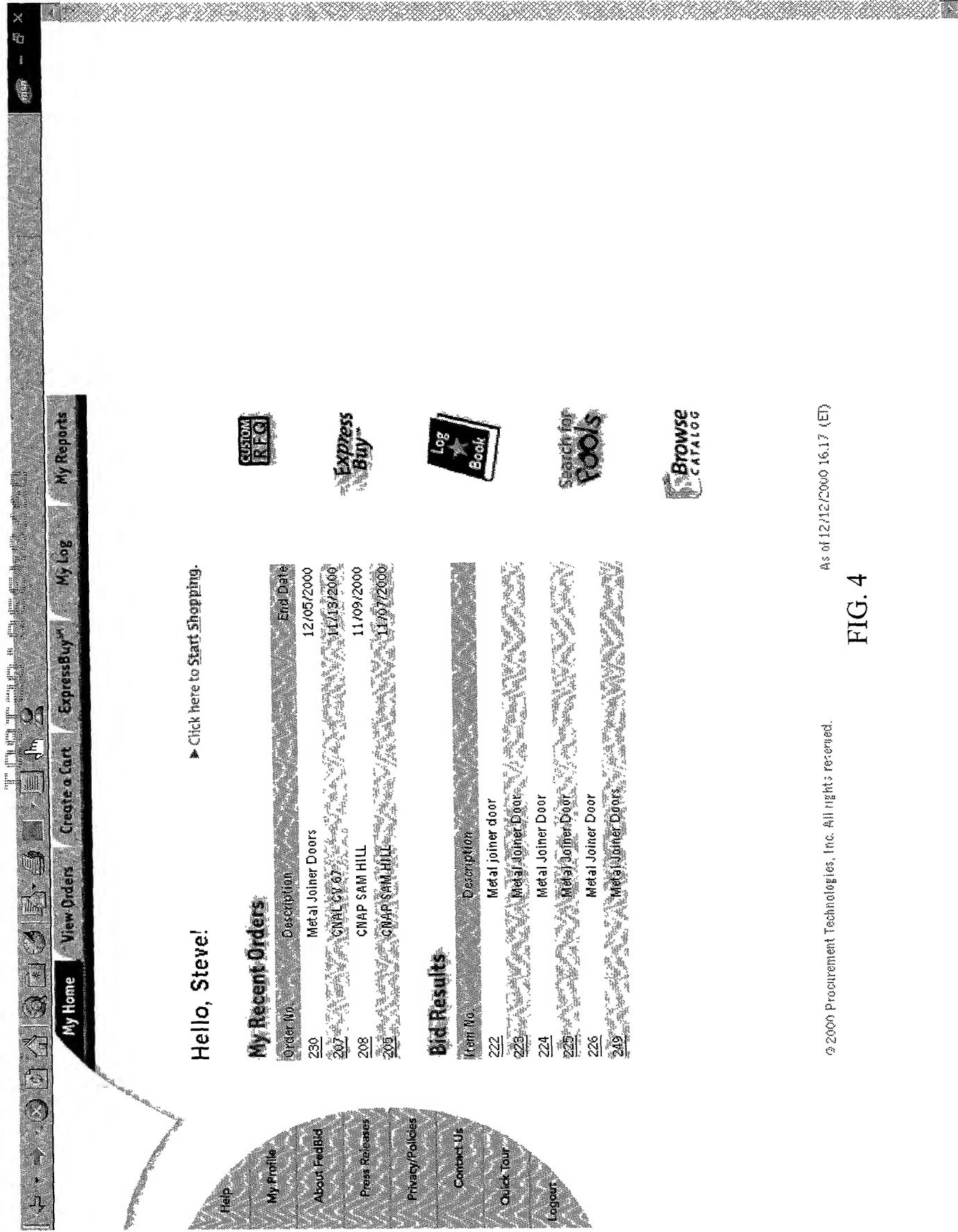





FIG. 5

My Credit Card Log

Credit Card No. 20511 (Last 5 Digits)

01/01/2000 - 01/01/2001

	Date Ordered	Est/Bid Item No	Description	Vendor (Company, Sales Rep., Phone)	Vendor Type	Unit Price	Quantity	Total Price	Date Billed	Amount Billed	Date Paid	Statement Ref. No.	Disput
	10/26/2000	201	Digital Camera, Carrying Case, and (3) Smart Cards	GOVPLACE, Sean Burke, 9883088802	8(A) Firm, Minority-owned, Small Business, Veteran-owned, Women-owned	\$1,010.94	1	\$1,010.94	10/26/2000	\$1,010.94	10/31/2000		
	11/03/2000	220	SYSTEM SHOCK PROOF HARD CASE FOR C30303 DIGITAL CAMERA	DESKTOPS BY DESIGN, Laura Fraiser, 301.7752909 3019222859	8(A) Firm, Minority-owned, Small Business, Veteran-owned, Women-owned	\$45.34	1	\$45.34	11/07/2000	\$45.34			
	11/13/2000	227	AA NIMH BATTERY PACK WITH CHARGER	USA SUPPLY, Patrick Boylan, 9728892867	8(A) Firm, Minority-owned, Small Business, Veteran-owned, Women-owned	\$53.62	1	\$53.62	11/13/2000	\$53.62			

Item Details for Item No. 249

Order No.:	230	Award Criteria:	Best Price
Description:	Metal Joiner Doors	Criteria	Weight (%)
Category:	SUPSHIP	Price	100
Subcategory:	Metal Doors	Features	0
Internal Ref. No.:	Various	Risk Rating*	0
Manufacturer:		Warranty	0
Mnfr. ID No.:	804-1648655 LH	*Source: D&B	
Target			
Price/Unit**:	\$1200.0		
Qty.:	15		
End Date:	12/05/2000		
End Time:	18:00		
Vendor Types:	All Vendors		
**Includes domestic shipping & handling			
Evaluation Criteria: Exact Match Only			

General Features	My Criteria
Manufacturer DWG #	5959320
Delivery Method	FOB Destination
Delivery Date	6 - 8 weeks ARO
Dimensions	26 x 66
Document #	N62793-0292-K006
Part #	804-1648655 LH
hold back hook and bumper	with IAW DWG 804-5959320
kick plates	with kick plates
latches	with latches
door knobs	no keyed door knobs
push plates	with push plates
Rotan Hinges	with Rotan Hinges

FIG. 6

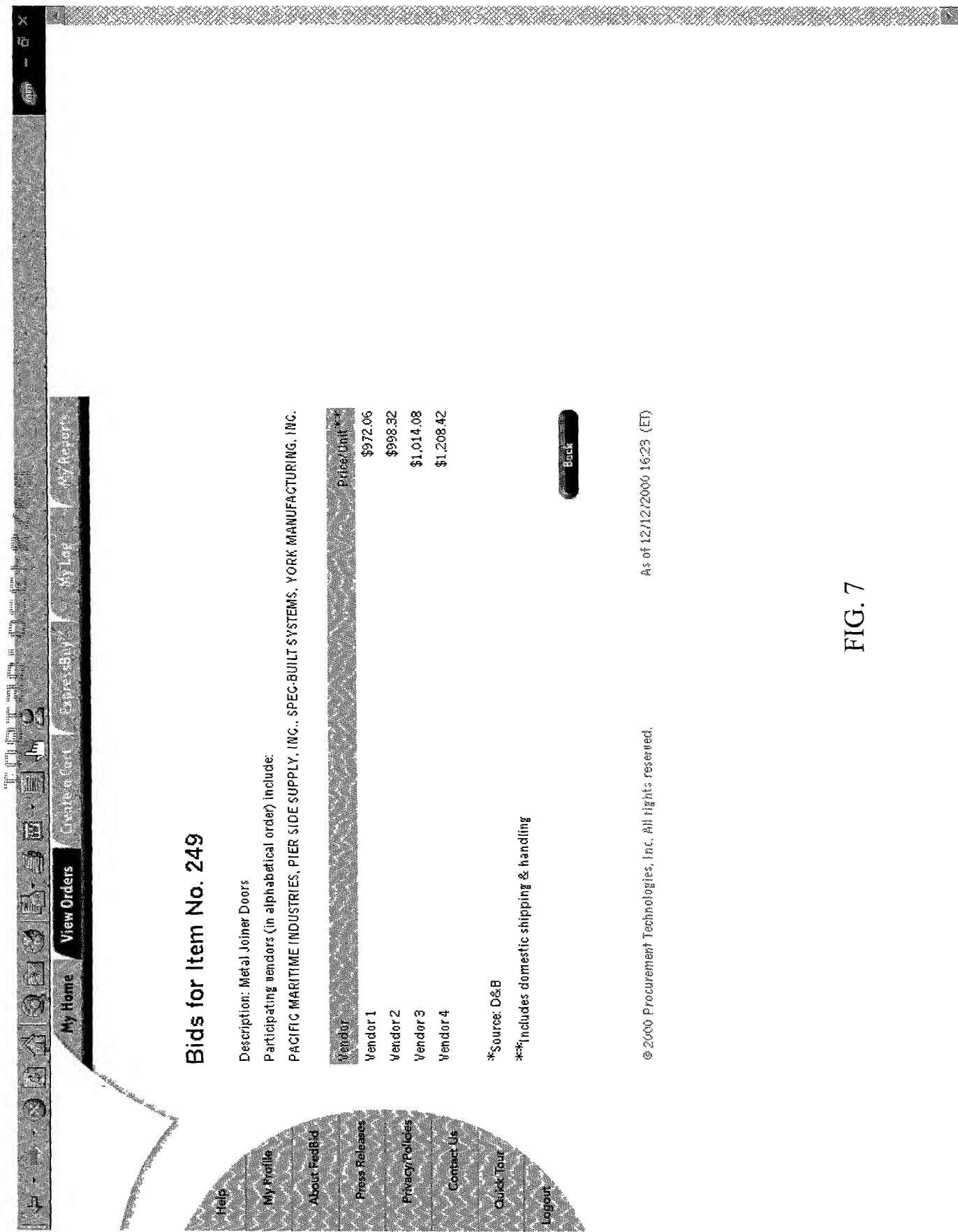


FIG. 7

Bid Results for Item No.222 (Order No.207)

Congratulations — FedBid has found a vendor who has met your specifications. The winning vendor is YORK MANUFACTURING, INC.. Please accept or cancel this order by 10:00 ET, December 14, 2000.

My Request for Bid

Category:	SUPSHIP	Manufacturer:	various
Subcategory:	Metal Doors	Mfr. ID No.:	804-1642434RH
Description:	Metal joiner door	Evaluation Criteria:	Exact Match Only
Quantity:	3	Award Criteria:	Best Price
My Target Price: \$2,400.00			

Award Criteria (Weight %)			
Price: 100	Features: 0	Risk Rating*: 0	Warranty: 0
*Source: D&B			

Winning Bid

Vendor:	YORK MANUFACTURING, INC.		
Vendor Type:	Small Business	Warranty (No. of Months):	3
Manufacturer:	various	Bid per unit:	\$709.44
Mfr. ID No.	ymd5959320-0rh	Est. Delivery Date:	Four business days after acceptance
		EIN:	93-0440816

Feature	Criteria	Bid Spec
26 x 75	Not Specified	Not Specified
PW Type C 804-164243RH	Not Specified	Not Specified
With Kick Plates	Not Specified	Not Specified
With Latches	No keyed door knobs	Meet
With Push Plates	Not Specified	Meet
With back hook and bumper	IAW DWG 804-5959320	Meet
type c	Not Specified	Meet
with rotan hinge	Not Specified	Meet

Total Charge

Last 5 Digits	Unit Price	Qty	Total Cost
20511	\$709.44	3	\$2,128.32

FIG. 8

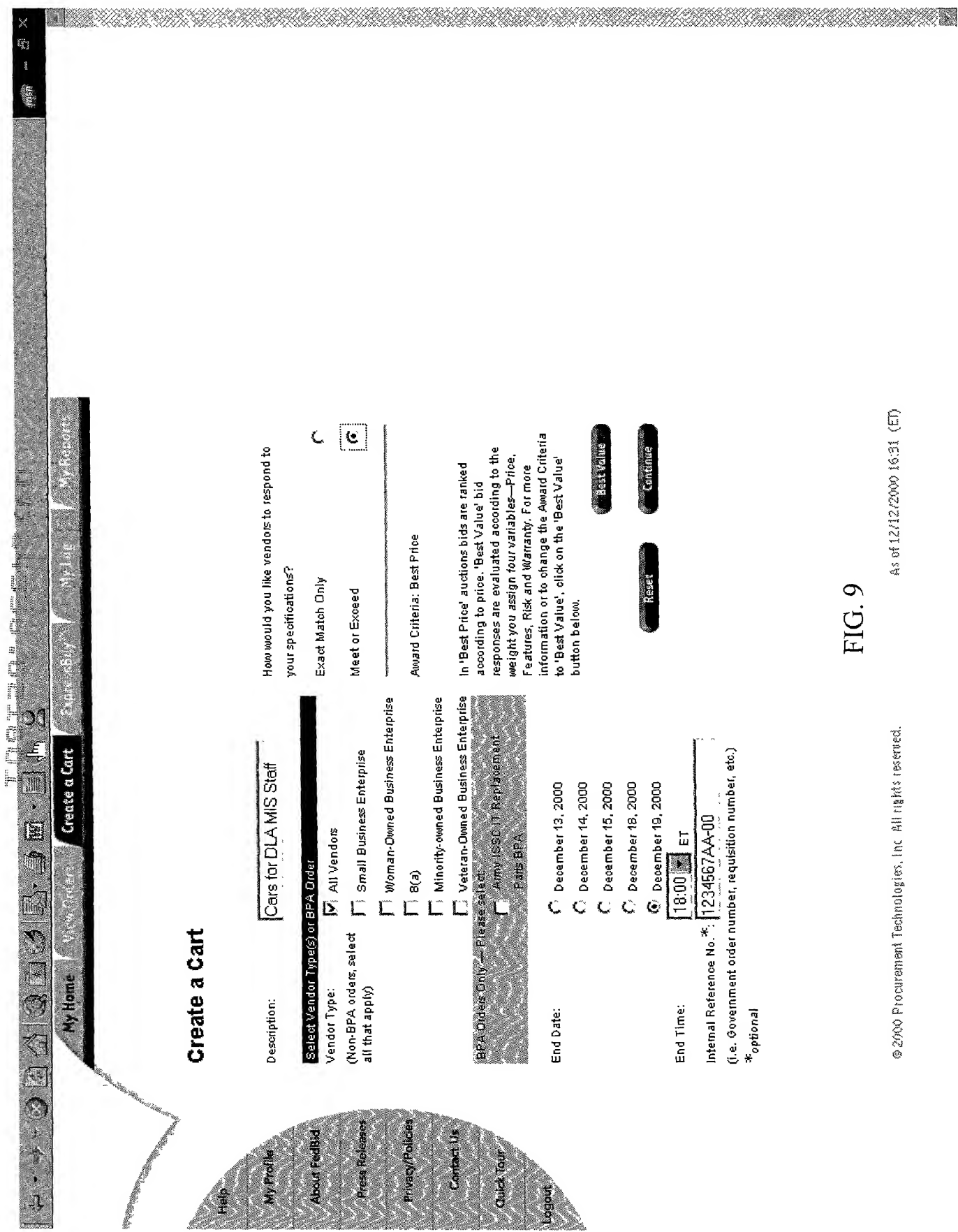


FIG. 9

Best Value

FedBid.com's 'Best Value' engine evaluates bid responses by four variables—Price, Features, Risk, and Warranty—that the buyer weights. Rate the importance of each category by assigning it a percentage value (total should be 100 percent). FedBid.com uses a proprietary Best Value Algorithm to generate an unbiased measure of the benefits associated with a particular product or service. A Best Value score is calculated for each of the factors, then totaled. Bids from each vendor are ranked by total Best Value score.

Price	<input type="text" value="50"/> %	'Price' refers to the final award price per item. Assigning percentage points here increases the likelihood of obtaining an award item with the lowest price.
Features	<input type="text" value="25"/> %	'Features' refers to feature specifications. Assigning percentage points here increases the likelihood of obtaining an award item with features that exceed the original specifications.
Risk	<input type="text" value="25"/> %	'Risk' refers to vendors' Dun & Bradstreet ratings. Assigning percentage points here increases the likelihood of finding a low-risk vendor.
Warranty	<input type="text" value="0"/> %	'Warranty' refers to a seller's standard limited warranty provisions and warranty term. Assigning percentage points here increases the likelihood of obtaining a longer warranty period.

*Source: D&B

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Continue

FIG. 10

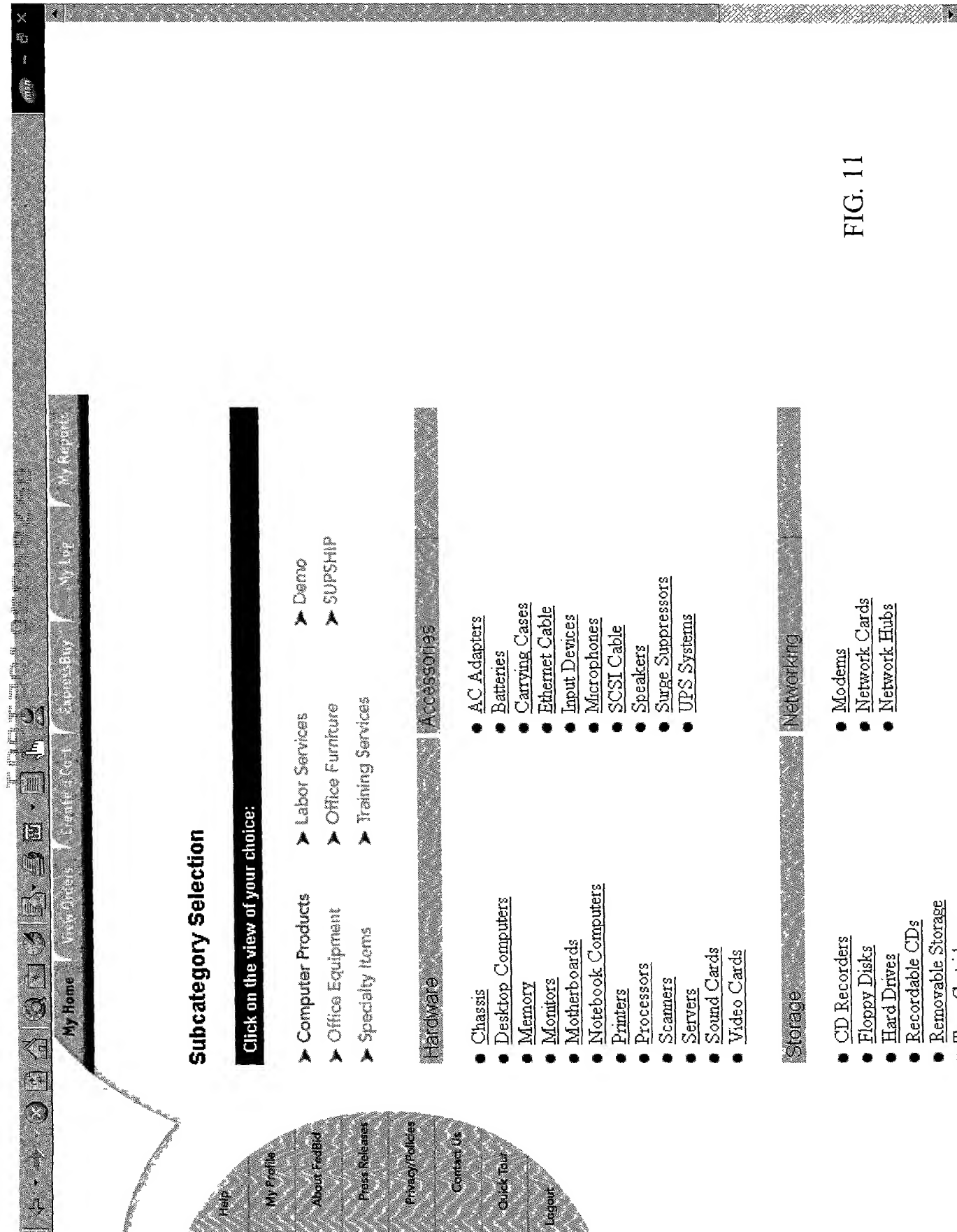
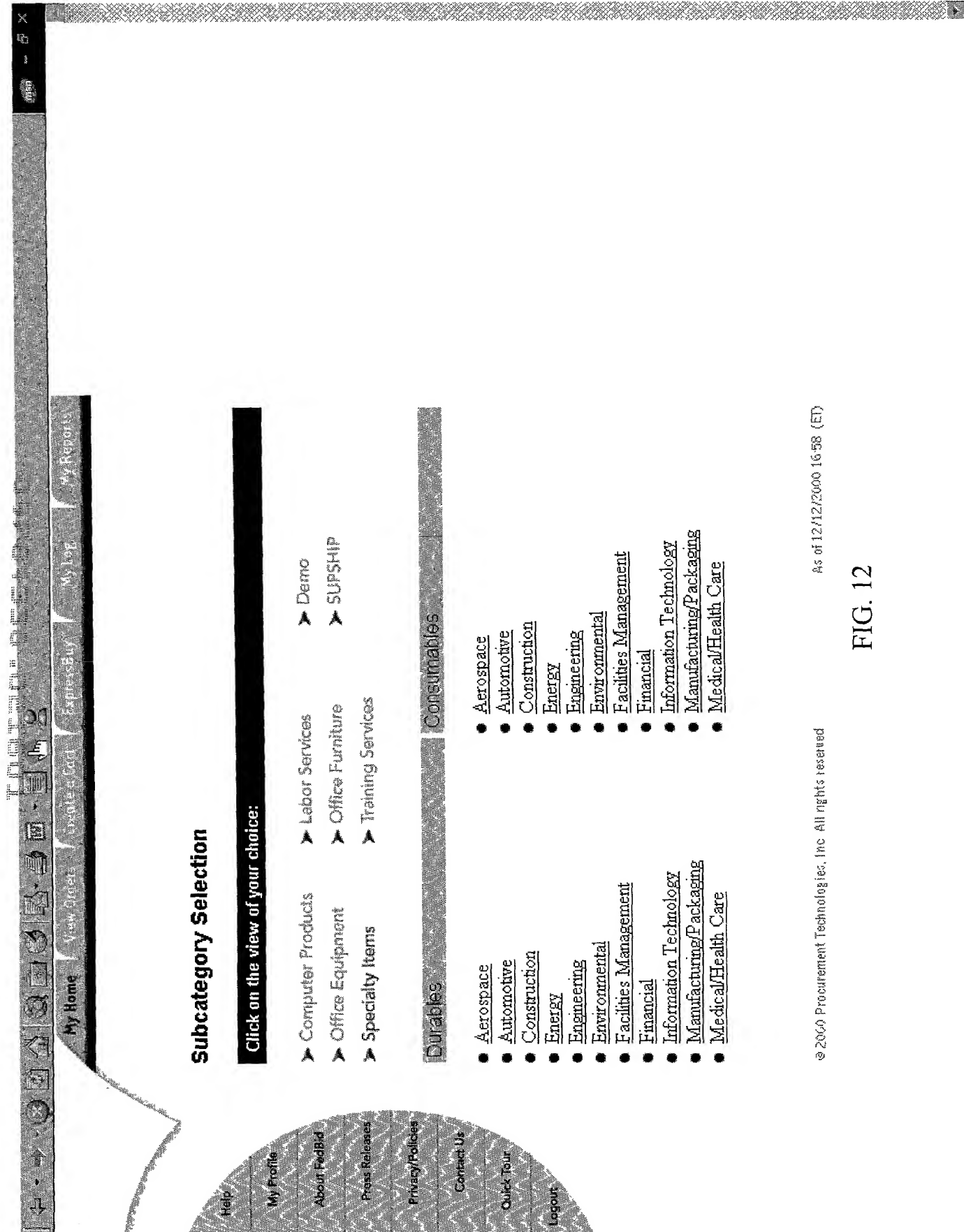


FIG. 11



Subcategory Selection

Click on the view of your choice:

- Computer Products
- Labor Services
- Demo
- Office Equipment
- Office Furniture
- SUPSHIP
- Specialty Items
- Training Services

Durables

- [Aerospace](#)
- [Automotive](#)
- [Construction](#)
- [Energy](#)
- [Engineering](#)
- [Environmental](#)
- [Facilities Management](#)
- [Financial](#)
- [Information Technology](#)
- [Manufacturing/Packaging](#)
- [Medical/Health Care](#)

Consumables

- [Aerospace](#)
- [Automotive](#)
- [Construction](#)
- [Energy](#)
- [Engineering](#)
- [Environmental](#)
- [Facilities Management](#)
- [Financial](#)
- [Information Technology](#)
- [Manufacturing/Packaging](#)
- [Medical/Health Care](#)

FIG. 12

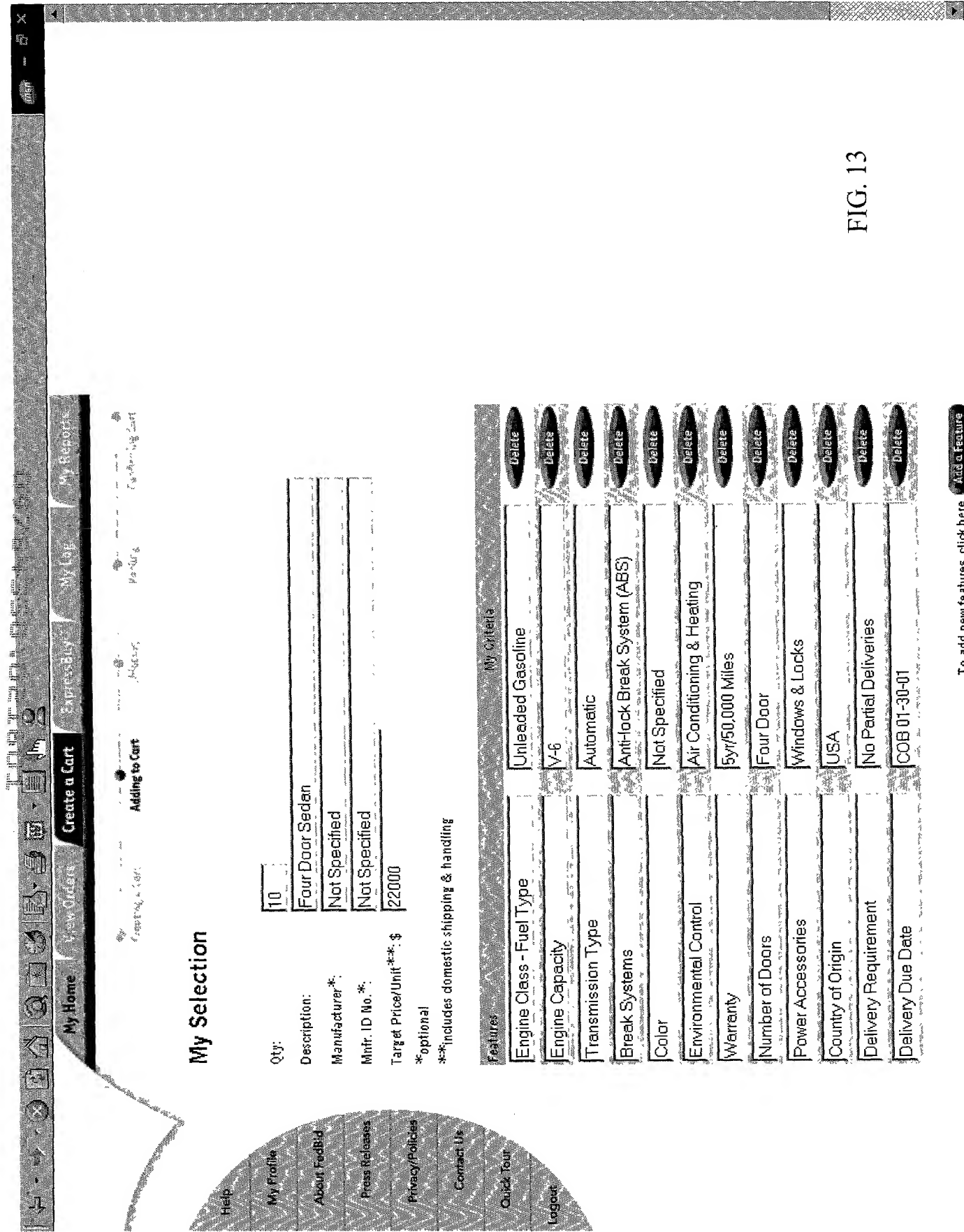


FIG. 13

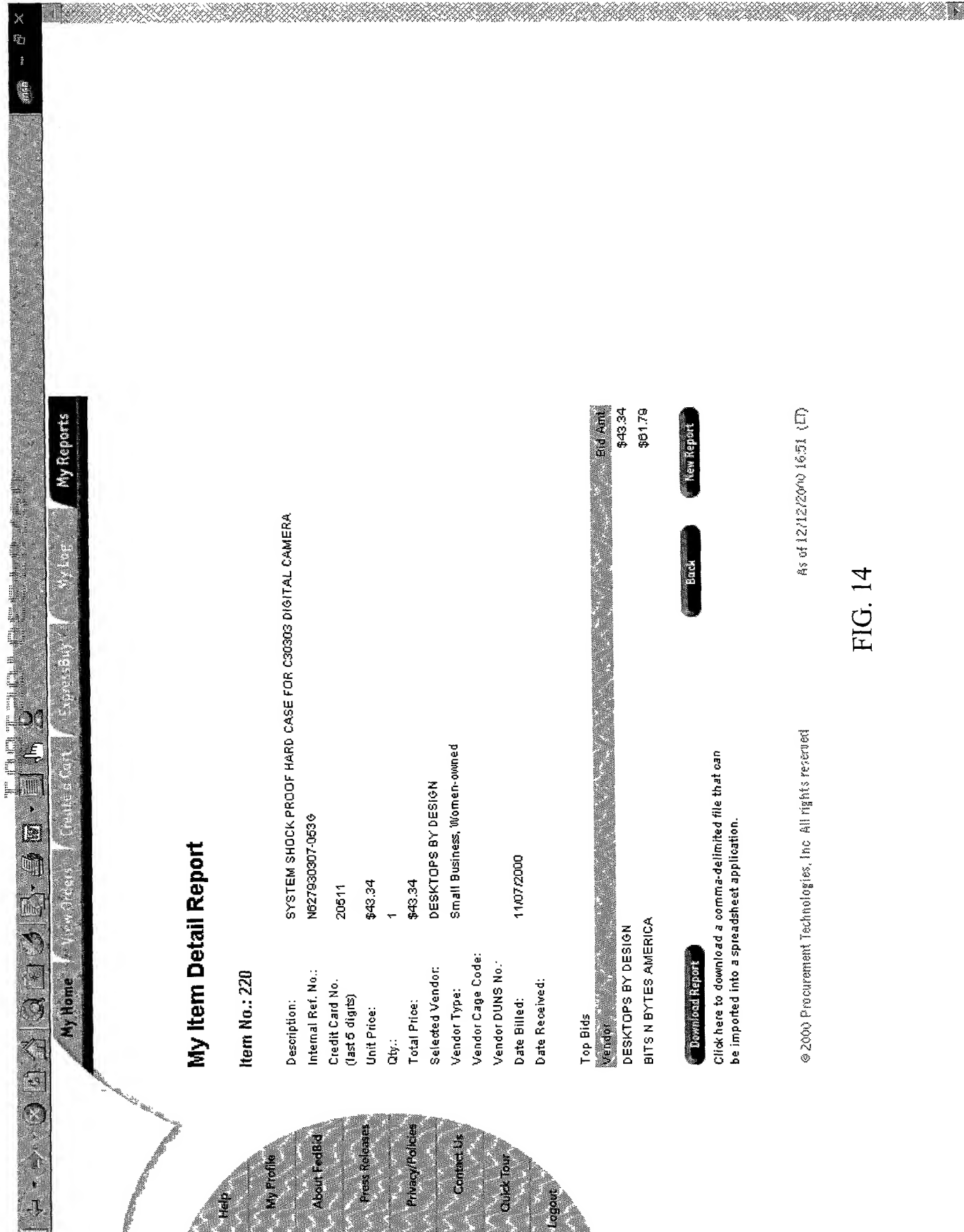


FIG. 14

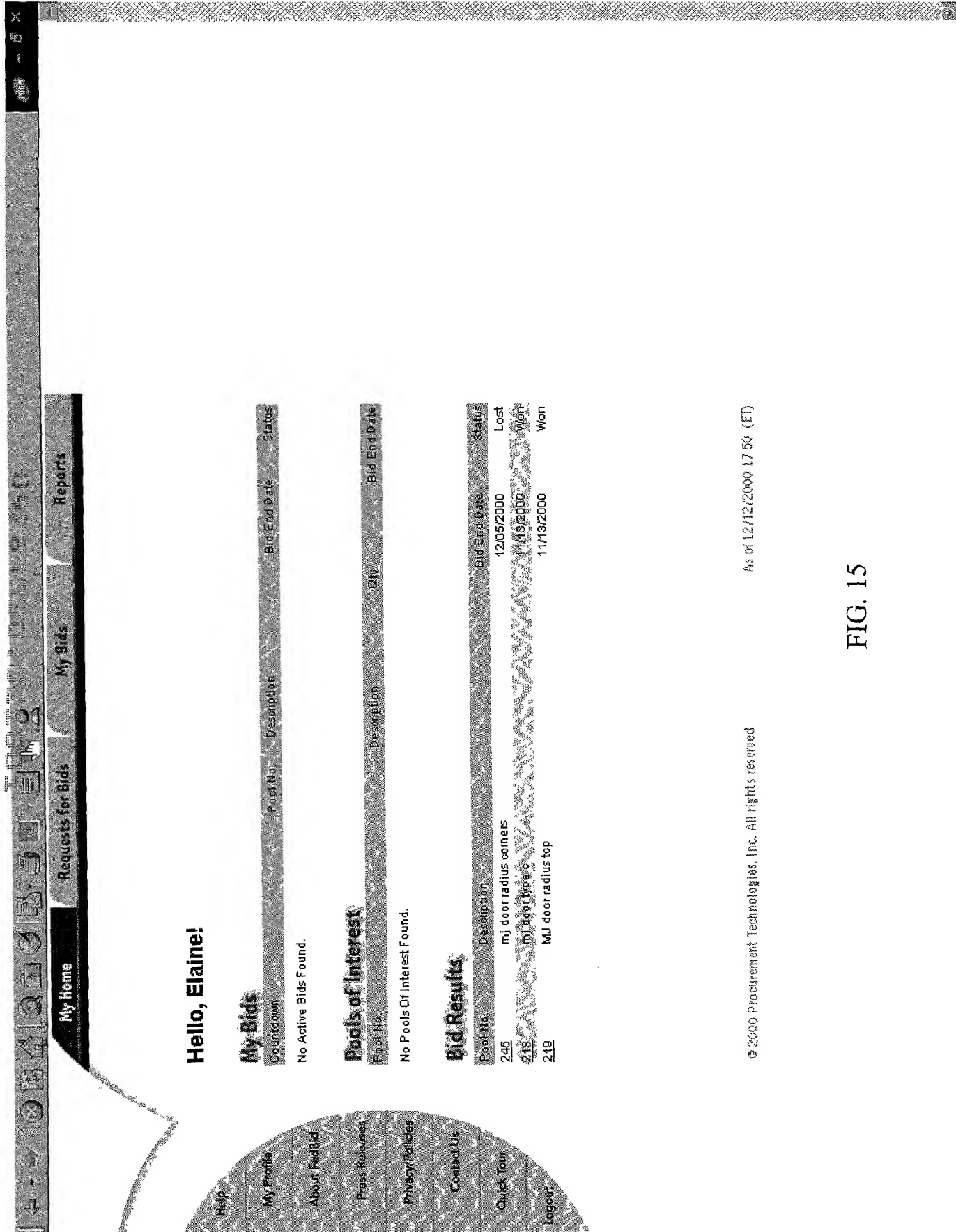


FIG. 15

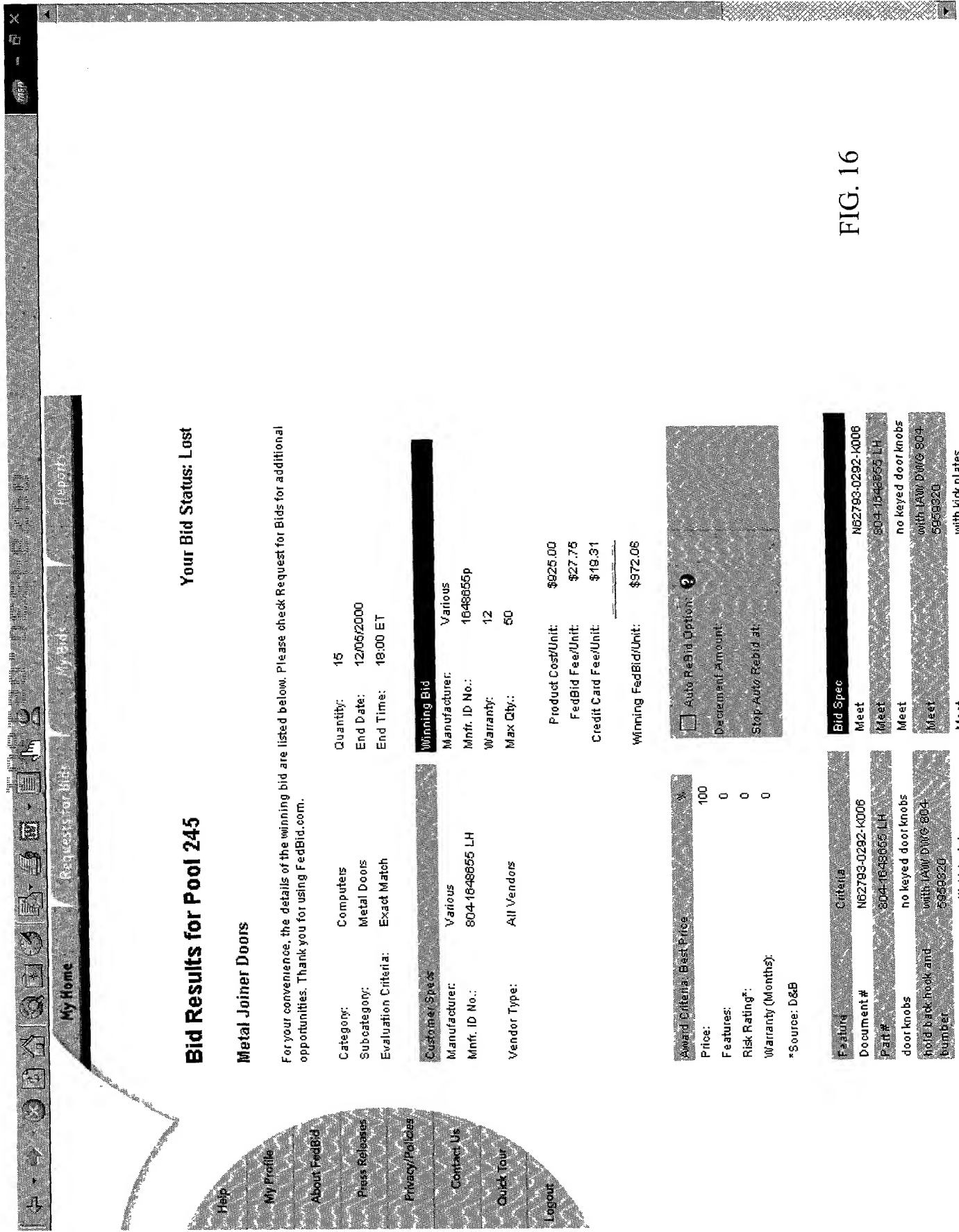


FIG. 16

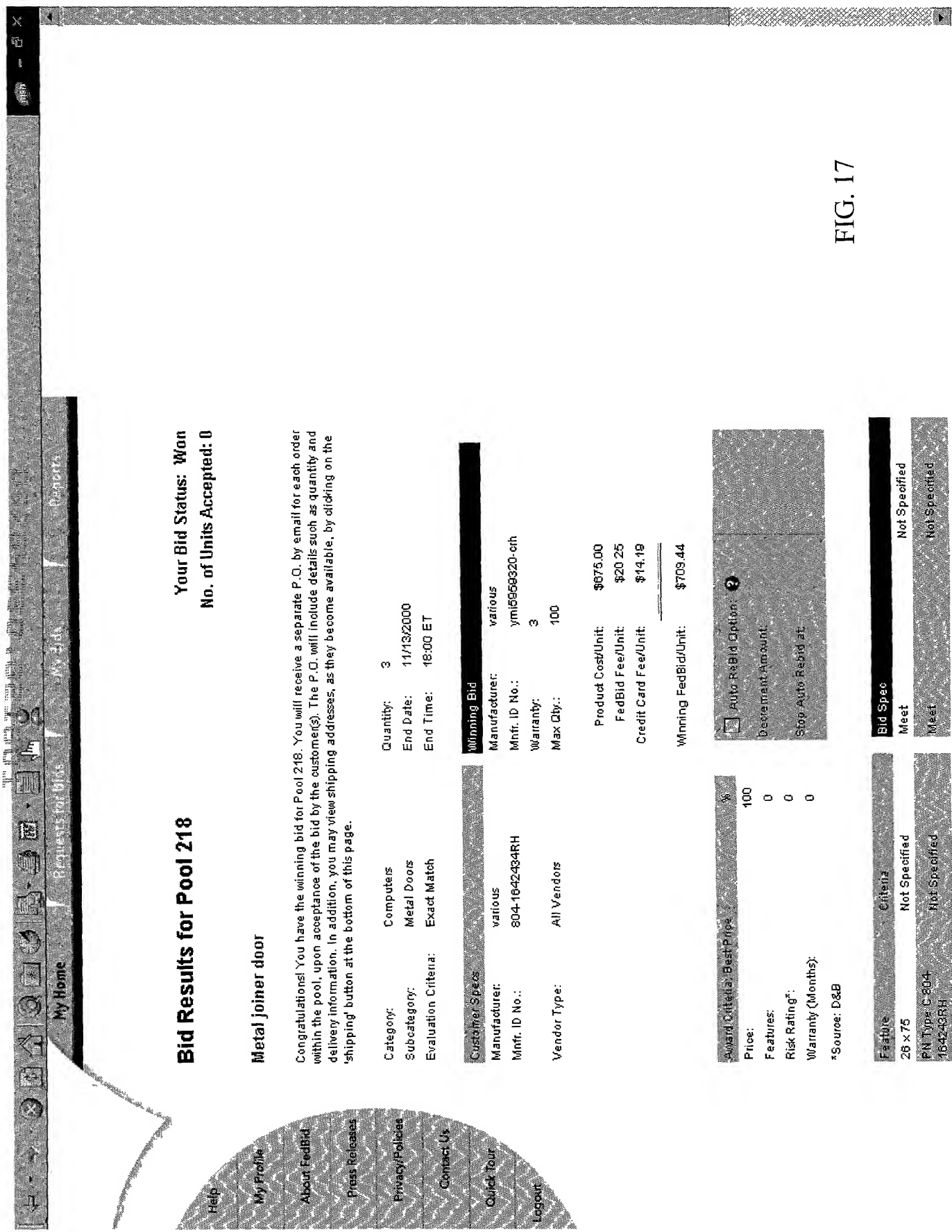


FIG. 17

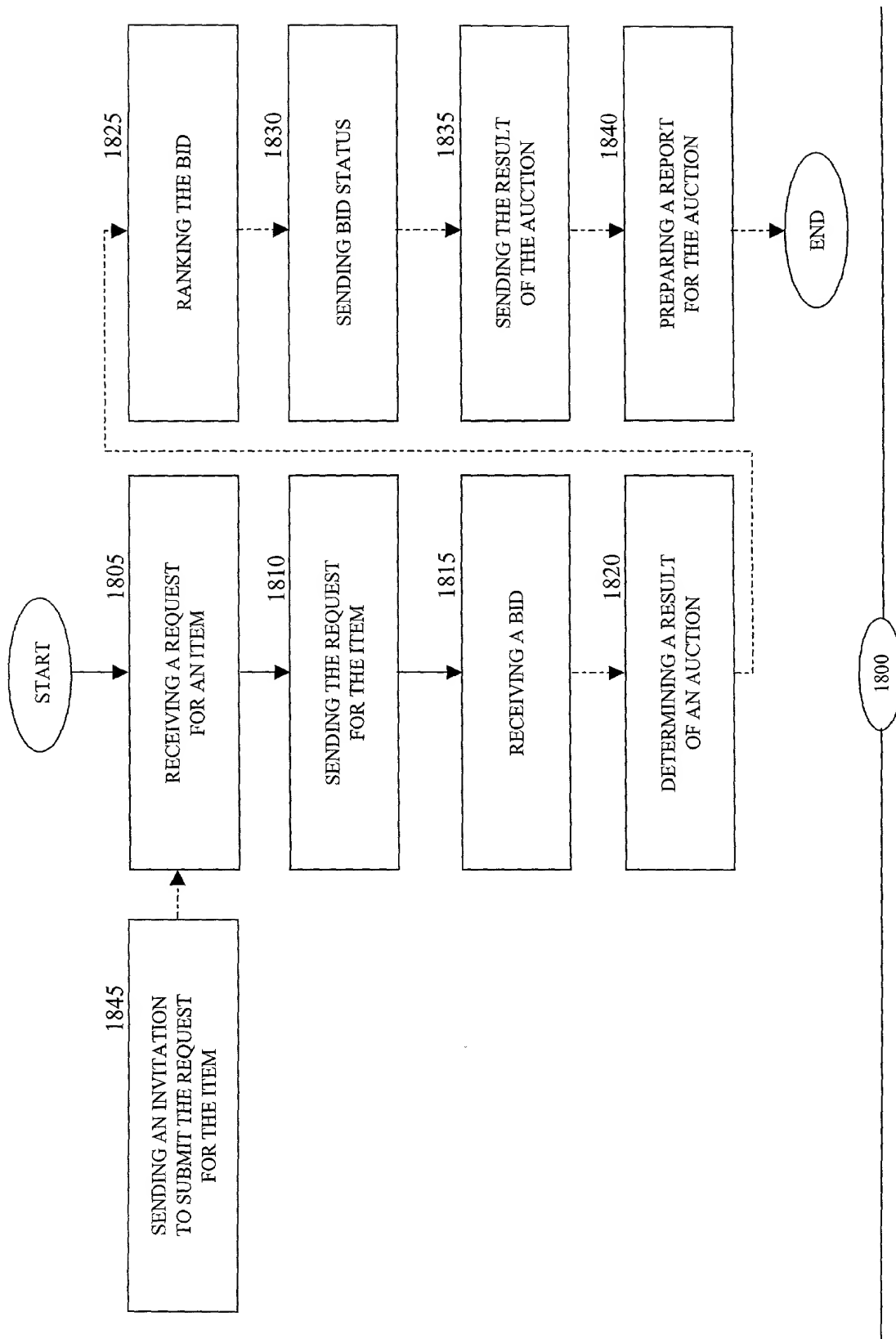


FIG. 18

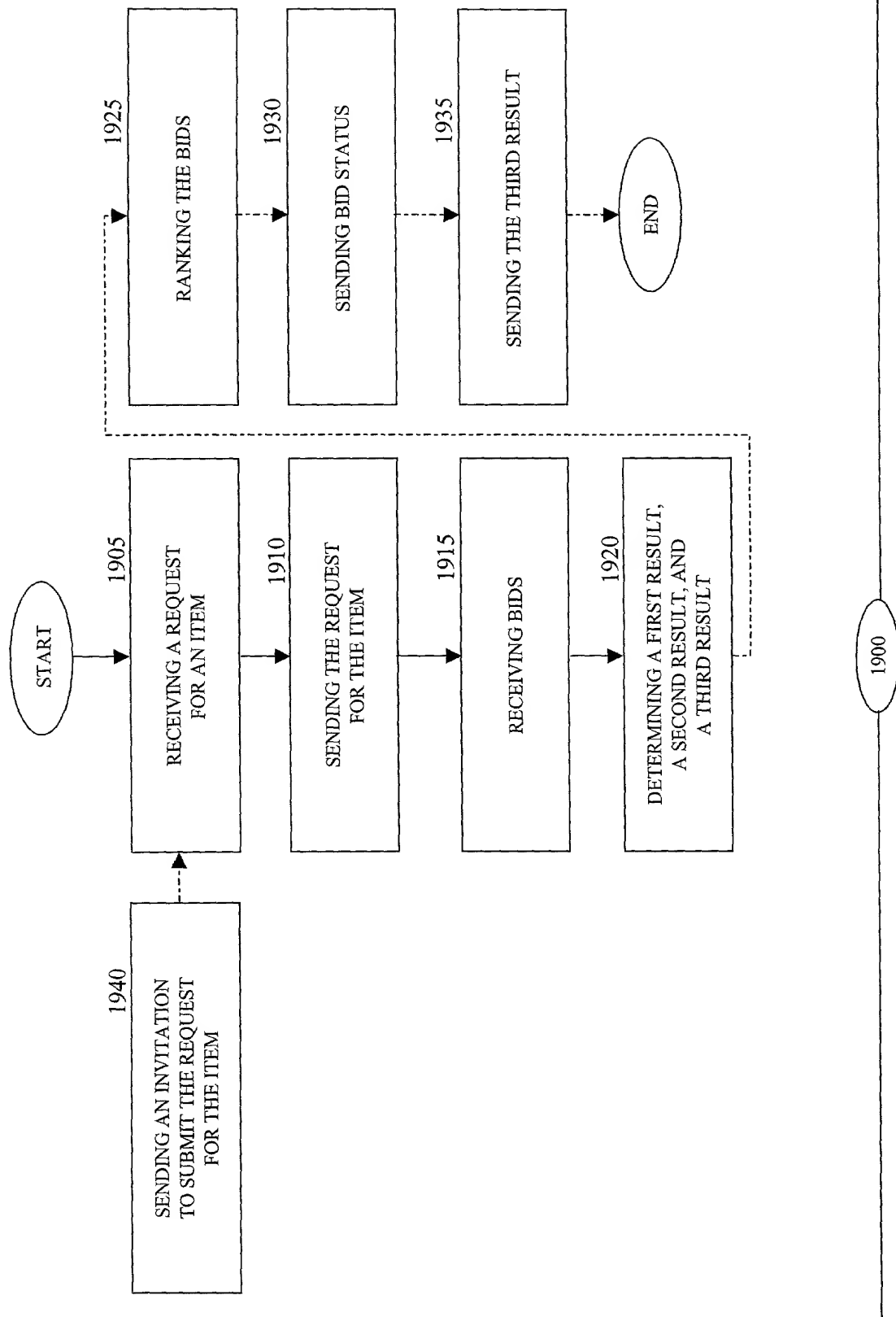
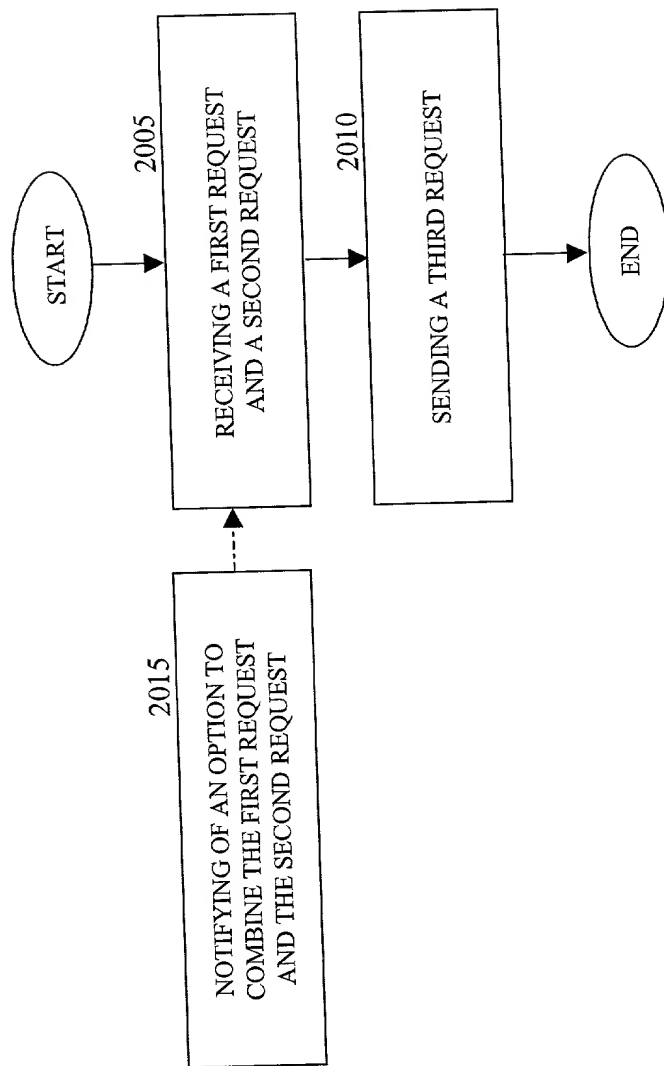


FIG. 19



2000

FIG. 20

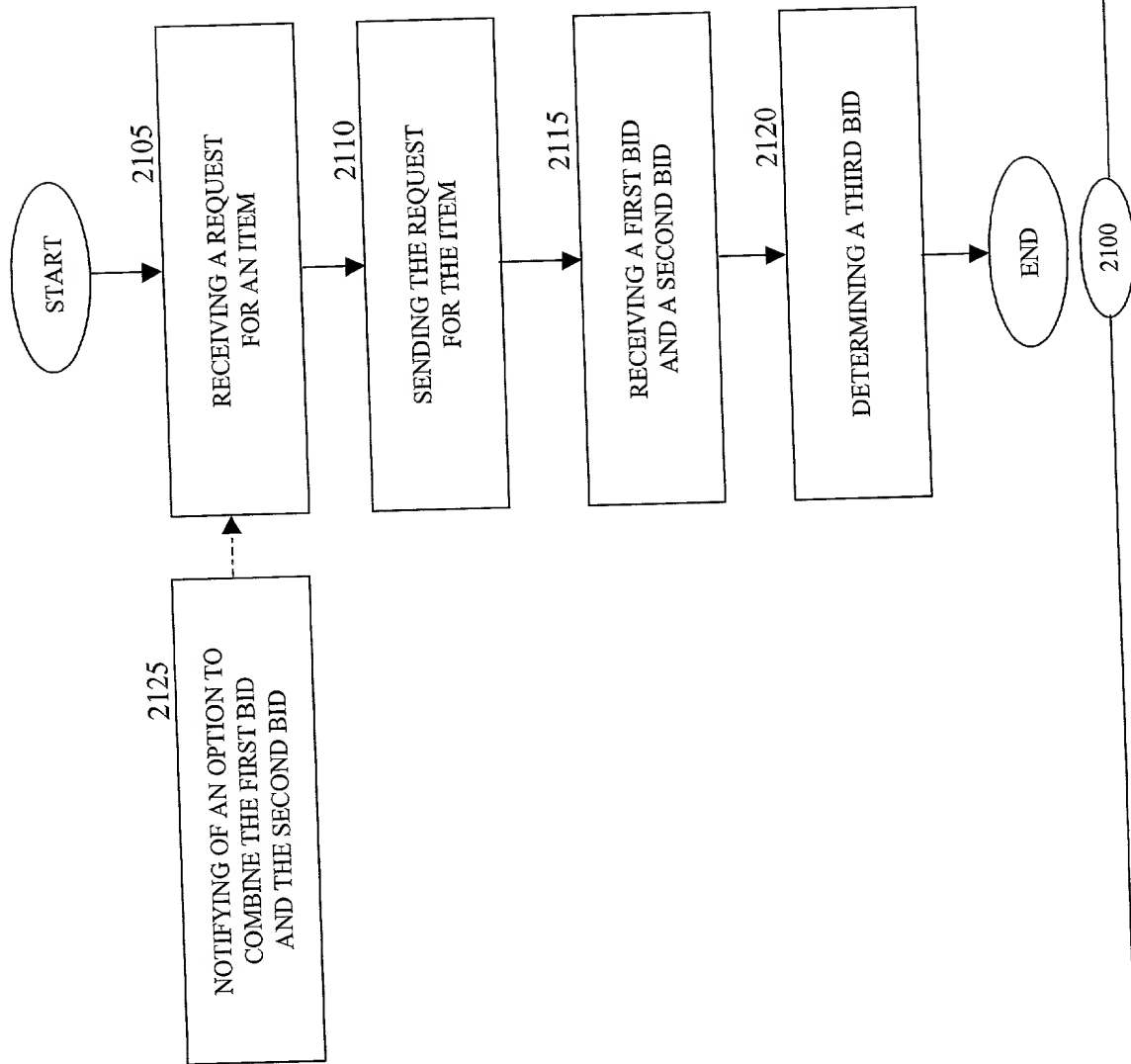


FIG. 21

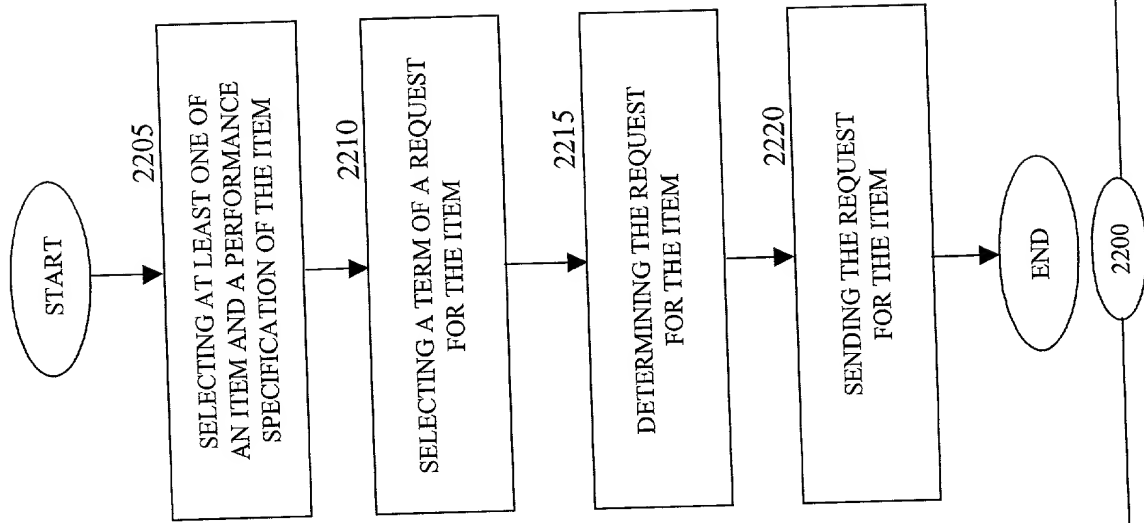
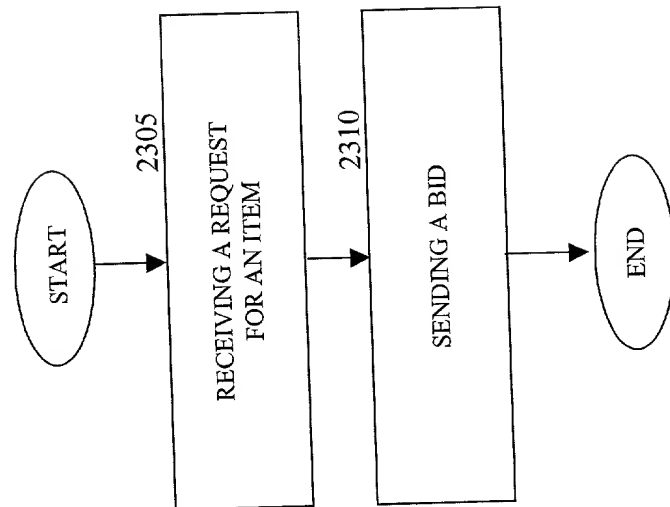
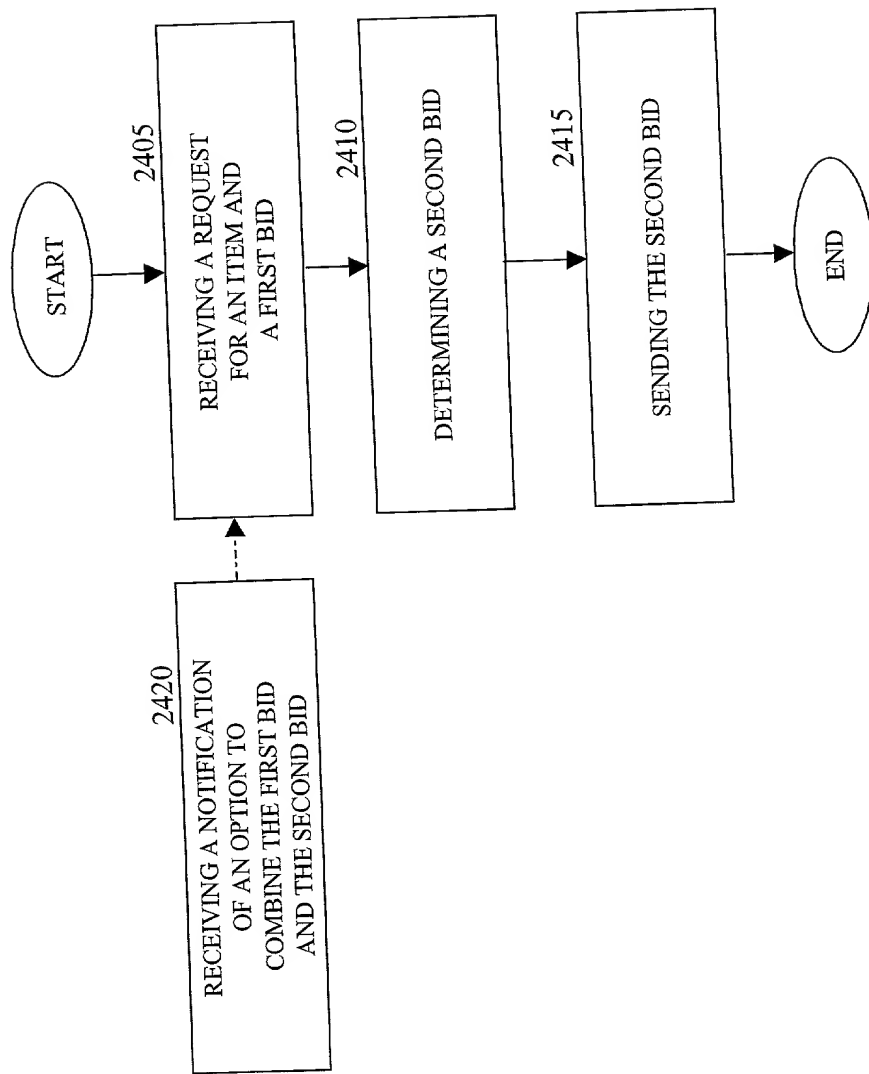


FIG. 22



2300

FIG. 23



2400

FIG. 24

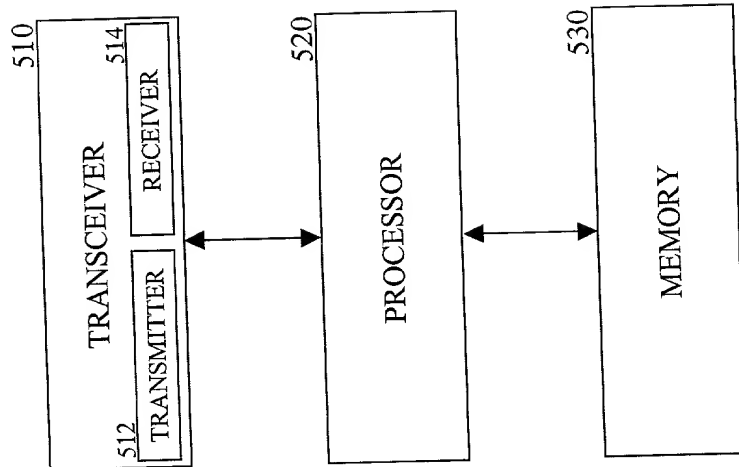


FIG. 25

FIG. 26

600

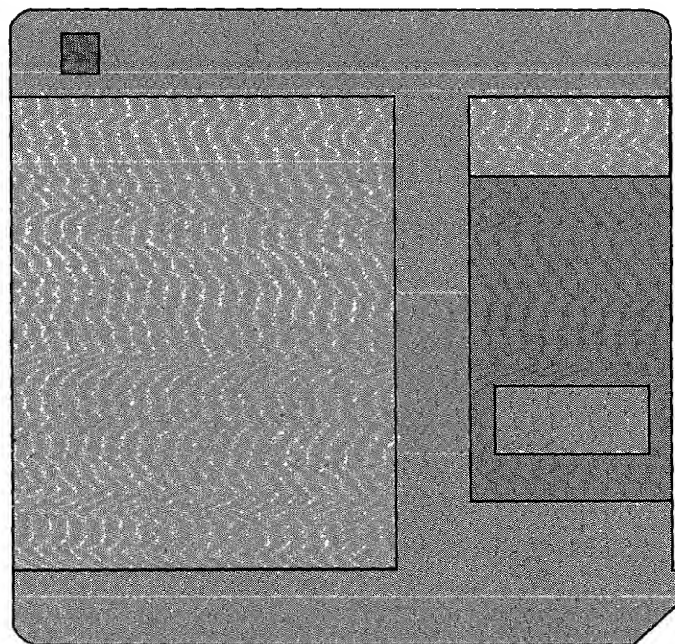


FIG. 26